

Utah Occupational Projections 2000 - 2010

by Occupational Group

	Employment		Annual Job Openings			Hourly Wage		Training Level
	2000	2010	Growth	Replacements	Total	Entry	Average	
Sales and Related Occupations	134,340	169,180	3,480	4,320	7,810			
Supervisors, Sales Workers	18,430	23,450	500	300	800			
<i>First-Line Supervisors/Managers, Sales Workers</i>	<i>18,430</i>	<i>23,450</i>	<i>500</i>	<i>300</i>	<i>800</i>			
First-Line Supervisors/Managers of Retail Sales Workers	14,970	19,340	440	240	680	\$9.20	\$14.70	Related Experience
First-Line Supervisors/Managers of Non-Retail Sales Workers	3,460	4,110	70	60	120	\$12.10	\$21.70	Related Experience
Retail Sales Workers	70,700	90,450	1,980	2,940	4,920			
<i>Cashiers</i>	<i>30,270</i>	<i>38,830</i>	<i>860</i>	<i>1,380</i>	<i>2,230</i>	<i>\$6.00</i>	<i>\$7.50</i>	<i>Short-Term OJT</i>
<i>Counter and Rental Clerks and Parts Salespersons</i>	<i>6,010</i>	<i>7,660</i>	<i>170</i>	<i>240</i>	<i>410</i>			
Counter and Rental Clerks	4,030	5,440	140	180	330	\$6.20	\$8.60	Short-Term OJT
Parts Salespersons	1,980	2,220	20	60	80	\$8.90	\$12.90	Moderate OJT
<i>Retail Salespersons</i>	<i>34,420</i>	<i>43,970</i>	<i>960</i>	<i>1,320</i>	<i>2,280</i>	<i>\$6.40</i>	<i>\$9.70</i>	<i>Short-Term OJT</i>
Sales Representatives, Services	11,500	13,590	210	230	440			
<i>Advertising Sales Agents</i>	<i>1,650</i>	<i>2,210</i>	<i>60</i>	<i>30</i>	<i>90</i>	<i>\$10.10</i>	<i>\$18.00</i>	<i>Moderate OJT</i>
<i>Insurance Sales Agents</i>	<i>2,820</i>	<i>3,750</i>	<i>90</i>	<i>80</i>	<i>170</i>	<i>\$14.10</i>	<i>\$23.80</i>	<i>Bachelor's degree</i>
<i>Securities, Commodities, and Financial Services</i>	<i>3,470</i>	<i>3,420</i>	<i>0</i>	<i>30</i>	<i>30</i>	<i>\$15.40</i>	<i>\$29.80</i>	<i>Bachelor's degree</i>
<i>Travel Agents</i>	<i>1,050</i>	<i>1,210</i>	<i>20</i>	<i>30</i>	<i>40</i>	<i>\$7.70</i>	<i>\$12.20</i>	<i>Vocational</i>
<i>Miscellaneous Sales Representatives, Services</i>	<i>2,510</i>	<i>3,010</i>	<i>50</i>	<i>60</i>	<i>110</i>			<i>Moderate OJT</i>
Sales Representatives, Wholesale and Manufacturing	16,620	19,400	280	460	740			
<i>Sales Representatives, Wholesale and Manufacturing</i>	<i>16,620</i>	<i>19,400</i>	<i>280</i>	<i>460</i>	<i>740</i>			
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	4,270	5,000	70	120	190	\$16.60	\$27.70	Moderate OJT
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	12,350	14,400	210	340	550	\$12.50	\$22.20	Moderate OJT
Other Sales and Related Workers	17,100	22,280	520	400	920			
<i>Models, Demonstrators, and Product Promoters</i>	<i>1,060</i>	<i>1,370</i>	<i>30</i>	<i>40</i>	<i>70</i>	<i>\$8.60</i>	<i>\$10.70</i>	<i>Moderate OJT</i>
<i>Real Estate Brokers and Sales Agents</i>	<i>1,370</i>	<i>1,940</i>	<i>60</i>	<i>30</i>	<i>90</i>			
Real Estate Brokers	300	430	10	10	20	\$14.30	\$31.10	Related Experience
Real Estate Sales Agents	1,070	1,510	40	20	70	\$8.80	\$17.60	Vocational
<i>Sales Engineers</i>	<i>2,190</i>	<i>2,940</i>	<i>80</i>	<i>60</i>	<i>130</i>			<i>Bachelor's degree</i>
<i>Telemarketers</i>	<i>7,040</i>	<i>9,110</i>	<i>210</i>	<i>150</i>	<i>360</i>	<i>\$8.10</i>	<i>\$10.50</i>	<i>Short-Term OJT</i>
<i>Miscellaneous Sales and Related Workers</i>	<i>5,450</i>	<i>6,920</i>	<i>150</i>	<i>130</i>	<i>270</i>			
Door-To-Door Sales Workers, News and Street Vendors, and Related Workers	160	170	0	10	10	\$6.00	\$11.90	Short-Term OJT
Sales and Related Workers, All Other	5,280	6,740	150	120	270	\$8.70	\$16.00	Moderate OJT

*Annual Wage

Note: Detail may not add to totals because of the exclusion of small occupations and rounding.

Source: Utah Department of Workforce Services, May 2003